

For over 25 years, Hub-Data911 has designed and manufactured the highest quality mobile software and rugged hardware systems for police, fire, emergency medical, utilities, trucking, military, busing and other specialized transportation environments. We take pride in creating safe, affordable and innovative solutions for critical data management and mobile computing. We offer a generous compensation package which includes an initial base salary, company vehicle and expenses, in addition to medical, dental and vision benefits as well as 401K.

The **Regional Sales Executive** is a seasoned sales professional and technical resource accountable for the overall mobile computer solution profitability, revenue growth, market penetration and customer satisfaction. Success in this roll will be measured by sales growth and specific quarterly sales goals with proven personal earning potential in this territory of \$175,000 to over \$300,000 with unlimited commission potential:

Some of the Regional Sales Executive's responsibilities and focus include:

- Responsible for profitable sales revenue and growth within an assigned territory.
- Selling of mobile data solutions by developing, qualifying, and managing selling opportunities.
- Develop and execute a territory strategy for sales relationships.
- Develop a sales strategy and provide clear direction and partner with technical assistance to execute the strategy.
- Develop comprehensive solutions to meet the needs of the client.
- Plan and manage territory to maximize potential sales.
- Obtain and exceed goals in account growth, units sold, and revenue targets.
- Build and foster meaningful business relationships.
- Incorporate all applicable sales strategies, e.g., cold calling, prospecting, networking, and market knowledge.
- Submittal of daily and weekly reports for prospects and existing account coverage including sales forecast.
- Build and manage sales funnel, analyze and manage sales pipeline activity, achieve assigned sales quotas, and lead Hub-Data911 sales toward achieving and exceeding business plans.

#### **Specific Qualifications/Skills:**

- BA or BS degree
- 5+ years technical and complex sales experience
- In depth knowledge of the sales process to municipal, county and state accounts.
- This position will require strong skills in sales and sales cycle control, interpersonal communication, indirect management, custom problem solving and support.
- Ability to qualify, prioritize, and focus on new account opportunities.
- Experience in successfully managing multiple sales opportunities from a business and technical perspective.
- Proven track record of success in meeting and exceeding sales objectives.
- Must possess strong communication skills, a strong work ethic, high energy, enthusiasm and a passion for technology.
- Ability to thrive in a fast paced entrepreneurial work environment.

**Questions please email to: [hr@data911.com](mailto:hr@data911.com) No phone calls or agencies please.**